To: . Reid, Sharon G.
From: MacWilliams, Lori
Edited: 6/19/98 14:09
Subject: NESA ROM / PC Meeting June 15-17

Sharon,

As promised, attached are revised meeting notes which reflect priority rankings. Please do not hesitate to call if questions.

Thanks again for taking the time out of your schedule to attend our meeting.

Lori / #1610

CC: Orourke, Rory, Snow, Robert, Dobrowolski, R E., Goodman, Mark J., Gillespie, Tim E.

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N.E.S.A. ROMs/PCs MEETING NOTES

- Priority Rank : H When doing VAP "pulls" have just accounts that interact with other Regions come up or have W-S do the "pulls".

- Priority Rank : H Someone (Excel expert) in W-S build a spreadsheet for VAP that everyone can use, i.e. SR bundle.

- Priority Rank: L Have field sales Communication Promotion Report work like SIS Coverage Report to have distribution by territory via e-mail or US mail.

- Priority Rank: H Ability to print a Template Summary Report with totals for each Jobber (SKUs by state)

- Priority Rank: n/a (suggestion) More consistency in promotions, i.e. coupons vs. VPRs

- Priority Rank: H Have W-S Order Dept. accept e-mail short term. Promo Coordinator to place promotion orders and e-mail back with EFT dollar amount, draft date, invoice # or ability for Promo Coordinator to place order on-line.

- Priority Rank: n/a (suggestion) Print on shippers "Manufacturer Price Reduction" or "Coupon Promotion", i.e. exception promotions CAM $.85

- Priority Rank: H Tie in shippers to product transfer function.

- Priority Rank: n/a (suggestion) Communicate a full quarter Work Plan at on time.

- Priority Rank: H Stubs not holding updates.

- Priority Rank: H Take VAP payment for direct account off invoice.

- Priority Rank: L Reps need upfront "quarter" logistic print-out of what promotions each account is getting.

- Priority Rank: n/a (in process) Where are we on multi-brand 6M cases for promotions (CTS)

- Priority Rank: n/a (suggestion) Communicate Work Plan logistics, stub questions, input requests to ROM/PC versus RBM

- Priority Rank: n/a (in process) Doral promotions, logistically difficult. Try to be too many things to too many areas - need to standardize promotion and brand styles.

- Priority Rank: H We want Datagrabber - download is not effective.

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- Priority Rank: H Ability for SR's to updated VAP wholesalers and supplier number if needed - have field for authorized name.

- Priority Rank: n/a (suggestion) Data entry for stub reports - prompt order needs to be modified.

- Priority Rank: H (becomes obsolete if excel spreadsheet is developed) Include "formulas" in workplan logistics sheet.

- Priority Rank: L Fix M31 screen so account can be set for VAP <u>or</u> DPC wholesaler, not both.

- Priority Rank: M Have CTS wholesaler on M31 screen along with VAP and DPC wholesaler

- Priority Rank: H (major problem in North East) Preston Trucking shipping issues throughout the Northeast.

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N.E.S.A. ROMs/PCs MEETING NOTES

- When doing VAP "pulls" have just accounts that interact with other Regions come up or have W-S do the "pulls".

- Someone (Excel expert) in W-S build a spreadsheet for VAP that everyone can use, i.e. SR bundle. *need multi-state info. / misc comment section*

- Have field sales Communication Promotion Report work like, SIS Coverage Report, to have distribution by territory via e-mail or US mail.

- Ability to print a Template Summary Report with totals for each Jobber (SKUs by state)

- More consistency in promotions, i.e. coupons vs. VPRs

- Have W-S Order Dept. accept e-mail short term. Promo Coordinator to place promotion orders and e-mail back with EFT dollar amount, draft date, invoice # or ability for Promo Coordinator to place order on-line.

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- Communicate a full quarter Work Plan at on time.

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- Take VAP payment for direct account off invoice.

- Reps need upfront "quarter" logistic print-out of what promotions each account is getting.

- Where are we on multi-brand 6M cases for promotions (CTS) *working on it*

- Communicate Work Plan logistics, stub questions, input requests to ROM/PC versus RBM

- Why do promotion allocation quantities for a brand vary by promotion, why not based on stub quantities. *Brand PV goals*

- Doral promotions, logistically difficult. Try to be too many things to too many areas - need to standardize promotion and brand styles.

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- Ability for SR's to updated VAP wholesalers and supplier number if needed - have field for authorized name.

- Data entry for stub reports - prompt order needs to be modified.

- Include "formulas" in workplan logistics sheet.

- Fix M31 screen so account can be set for VAP or DPC wholesaler, not both.

- Have CTS wholesaler on M31 screen along with VAP and DPC wholesaler.

- W-S should build CTS templates, we can't differentiate between CTS packs and CTS cartons.

- Preston Trucking shipping issues throughout the Northeast. ⟩ *Harvey Freeman —*
  Sharon Reis will
  communicate

RR's → able to see Tempo Brand Descrip.
in MSS $ ⟩ Advise Sharon / Chris
(minner)

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